

Complex products

FIMA Maschinenbau is exhibiting its expertise as a manufacturer of high-quality systems

“Our strategy of developing and selling technologically sophisticated systems and machines has paid off,” is how Managing Director Stephan Jakob summarises the last few years.

FIMA Maschinenbau is focused on two areas – fluid dynamics and process engineering. For both divisions, the Achema in Frankfurt, which is held every three years, is “the most important trade fair,” says Stephan Jakob. At the trade fair, the company, which has its headquarters in the Oberfischach district of Obersontheim, is presenting condensers and blowers that are primarily used in the chemicals and petrochemicals industries: air condensers with around 60 KW drive performance, by means of which a whole variety of applications can be made available. Plus a newly developed hermetic design ventilator for applications during which gases, that have a temperature of up to 450°C, have to be transported under a pressure of up to 80 bar. With this gas-proof and fast-running (up to 12,000 revs/min) type of ventilator, this motor is directly flanged onto the housing. Costly bearing ring seals are no longer necessary. “To our knowledge, we are the only manufacturer in Europe to offer such ventilators,” says the Managing Director, not without a certain amount of pride. “Bookings received during the last twelve months for these machines have significantly exceeded expectations.” In the area of transportation of explosive gases (specialist term: ATEX), FIMA can also point to many years of experience and thus substantial expertise – “another unique selling proposition,” says Stephan Jakob. The company from Oberfischach also has its nose in front with solid-liquid separation using globally leading centrifuge dryers. In the pharmaceutical industry, the agents produced need to be separated from the carrier liquid and dried. Firstly, the substance is washed, drained in the centrifuge and finally dried in the same system. For this, the engineers at FIMA have developed the hitherto unique counter impulse procedure by means of which even the most difficult products can be dried safely and effectively.

Stephan Jakob and his team will be presenting FIMA Maschinenbau with its new complex products and new organisational form at the Achema. “We are no longer just a simple ventilator builder – we are a manufacturer of high-quality, high-tech machines,” emphasises the Managing Director.

Together with the associate company Heinkel Process Technology in Bietigheim-Bissingen, a specialist in solid liquid separation, the company in Obersontheim will continually develop and market its centrifuge dryer technology further.

The company, which is part of Schaeff Beteiligungs- und Management GmbH which in turn is owned by Alexander and Karl Schaeff, has approx. 140 employees, and the last few years were satisfactory for it. “We were able to post substantial increases in sales and profits,” reports Jakob. The extensive renovation work has also almost been concluded. The buildings have been undergoing modernisation since March 2005, and the production area has also been extended to equip FIMA for the future. In the words of the Managing Director, the Achema year 2006 began with a very high number of orders received. In particular with the condensers, several projects in China and Germany were acquired, and the centrifuge dryer business also

developed well. In Stephan Jakob's words, the company won orders against strong competition from renowned manufacturers in the industry. *Thorsten Hiller*

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